

NEAPS/BSE ONLINE

26th May, 2021

**The Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers
1st Floor, New Trading Ring
Rotunda Dalal Street,
Mumbai - 400 001**

**The Secretary,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G-Block
Bandra - Kurla Complex,
Bandra(E), Mumbai – 400 051**

Dear Sir/Madam,

Sub: Press Release-Q4 FY 2020-21 Results update

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the copy of a Press Release issued by the Company on the captioned subject.

You are requested to take this information on records.

For **Somany Home Innovation Limited**



Payal M Puri
(Company Secretary & V. P. Group General Counsel)

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Somany Home Innovation Limited

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Somany Home Innovation Ltd. (SHIL) reports consolidated revenue growth of 68.2% to ₹613.30 crore in Q4 FY21 PAT jumps 9.7x to ₹22.3 crore

Gurugram –26th May 2021: Somany Home Innovation Ltd (SHIL), the fastest growing player in Consumer Appliances and the leader in the Building Product segment with 3 distinct distribution channels to market; today announced its financial results for the quarter and year ended March 31st, 2021.

Consolidated Financial Performance Highlights: Q4 FY2021

- Revenue from Operations of ₹613.30 crore, growth of 68.2% on Y-o-Y basis
- EBITDA of ₹69.93 crore, growth of 181.1 % on Y-o-Y basis with EBITDA margins of 11.4%
- EBIT of ₹61.33 crore, growth of 460.1 % on Y-o-Y basis with EBIT margins of 10.0%

Consolidated Financial Performance Highlights: FY2021

- Revenue from Operations of ₹1775.21 crore, growth of 10% on Y-o-Y basis
- EBITDA of ₹161.18 crore, growth of 43.3% on Y-o-Y basis with EBITDA margins of 9.1%
- EBIT of ₹121.91 crore, growth of 83.4% on Y-o-Y basis with EBIT margins of 6.9%

Q4 FY2021 Results Update

Revenue from operations for Q4 FY2021 increased on the back of an expanding consumer base and a product portfolio driven by focus on innovation and R&D. EBITDA increased 181.1% YoY to ₹69.93 crore owing to strong distribution efficiencies and prudent capital allocation despite higher branding and advertising spend and increasing input costs. Consolidated EBITDA margin expanded by 4.6% and stood at 11.4% YoY. The Company reported PAT at ₹22.3 crore, growing 9.7x on Y-o-Y basis.

- Consumer Appliances Business
 - Revenue increased by 91.5% to ₹140.94 crore on Y-o-Y basis driven by innovative product launches
 - EBIT grew to ₹7.48 crore from negative EBIT of ₹0.63 crore on Y-o-Y basis
- Building Products Business
 - Revenue improved by 67.4% to ₹458.95 crore on Y-o-Y basis led by strong growth across categories
 - EBIT grew to ₹54.62 crore from ₹16.33 crore on Y-o-Y basis

Commenting on the Company’s performance, Mr. Sandip Somany, Chairman, Somany Home Innovation Limited, said, “SHIL delivered another good quarter of revenue growth and robust profitability accompanied by continuing strong margins. Our Consumer Appliances business supported by an exciting and innovative range of IoT driven product offerings has contributed well to this growth. Our Building Products segment too sustained its upwards trajectory supported by a widespread product portfolio and improving demand resulting from the resumption in increasing real estate and construction activities. Our plastic pipes and fittings business continues to grow at a rapid rate on the back of top-quality products and strong engagement with the plumber community in India.”

He further added, “We will continue to enhance our omni -channel presence to support our expanding range of products. While the ongoing pandemic does present challenges, our medium to long term business outlook is extremely strong. We remain confident of delivering robust and profitable growth and creating value for all our stakeholders.”

FY 2021: Key corporate highlights:

Continuous launch of consumer centric products

During the year under review, the Company launched several exciting products. In the Consumer Appliances segment these included i-Fold 90L Desert Cooler, India's first foldable air cooler, Activio Food Sanitizer that utilizes all-natural Ozone Purification Technology as well as one of its kind a disinfectant solution generator Hindware Purge amongst others.

IoT plays a significant role in the Company's Consumer appliances initiatives. Hindware Konnect, its IoT platform, brings connected and intelligent products to SHIL's customers with a slew of features. Hindware was also recently named among the top companies in the Smart Homes domain at Google's IO, a global event and also recognised as a brand with largest range of IoT Appliances.

In the Building Products segment some of the new introductions included an industry first - the Hindware tankless wall mounted EWC besides a range of contactless sensor faucets. In the fast growing Plastic Pipes and fittings business, the Company forayed into Overhead Water Storage Tank and introduced Column Pipes for Borewell Applications and Underground drainage pipes.

JV with Groupe Atlantic: a reflection of SHIL's strong competitive position

Groupe Atlantic, a Euro 2.2 billion French multinational Company with a dominant presence in manufacturing, developing, and distributing eco-friendly heating products and hot water solutions has invested ₹68.3 crore for a 50% stake in Hintastica Pvt. Ltd. (HPL), SHIL's water heater subsidiary.

The joint venture will deliver a range of high-quality products and accessories under the brand name 'Hindware Altantic. The subsidiary will leverage Groupe Atlantic's proven expertise in manufacturing, technology and assembly as well as SHIL's strengths in marketing and distribution. HPL will also set up a state-of-the-art manufacturing plant in Telangana to manufacture water heaters with the target market comprising other SAARC nations besides India.

This transaction is the result of the high levels of confidence shown by a global leader in SHIL's understanding of the Indian consumer's preferences and of its extensive distribution network. It also offers SHIL the opportunity to introduce several more exciting products from the Groupe Atlantic stable.

About Us:

Somany Home Innovation Ltd (SHIL) is the fastest growing player in Consumer Appliances and the leader in the Building Product segment with 3 distinct distribution channels to market. SHIL is focused on servicing end-consumers and involved in branding, marketing, sales & distribution and service of various product categories.

The Consumer Appliances business consists of a selection of household appliances such as the kitchen appliances: kitchen chimneys, built-in-hobs, cooktops, built-in ovens, dishwashers, sinks under the brand, Hindware Kitchen Ensemble are leaders in numerous categories. The brand Hindware Atlantic houses water heaters whereas our brand Moonbow by Hindware & Hindware house water purifiers and air purifiers. The Company sells air coolers and ceiling fans under brand Hindware Snowcrest. SHIL also has strategic marketing tie-ups with some of the most prominent companies such as the Italian company, Formenti & Giovenzana in the kitchen and furniture fittings segment as well as into a Joint Venture with a world leader in heating solutions Groupe Atlantic forming a subsidiary Hintastica Pvt. Ltd. The retail business in furniture and home decor and furnishings is under the brand Evok by Hindware.

SHIL through its wholly owned subsidiary, Brilloca Limited has a versatile range of best-in-class sanitaryware and faucets products with five brands - Queo, Alchymi, Hindware Italian Collection, Hindware and Benelave catering to a wide pricing spectrum, from luxury and super-premium to mass. The Company has growing presence in plastic pipes and fittings business under the brand 'Truflo by Hindware', one of the fastest growing brands in this segment in the country. Recently, 'Truflo by Hindware' has also forayed into overhead water storage tanks. Under the brand Neom, Brilloca has presence in the super-premium and premium tiles market.

For further information on the Company, please visit www.shilgroup.com

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